WEI

YOUR SUCCESS IS OUR SUCCESS

WE GO **ABOVE AND BEYOND** TO GET YOU THERE.

WEI SOLUTIONS AND SERVICES

Headquartered in Salem, NH, WEI has been providing IT consulting services for over 25 years to businesses—from startups to global enterprises. While the scope of services has evolved over time, one thing has remained constant: WEI's dedication and commitment to clients and partner organizations.

Also known as Worldcom Exchange, Inc. (http://www.wei.com/), WEI continues to specialize in business technology improvement for America's top enterprises. Intent on increasing innovation while simultaneously achieving client goals, WEI has been able to uniquely differentiate its services. With a focus on quality over quantity and an unwavering commitment to customer service, WEI routinely designs and builds successful, multiplatform solutions for its customers.

Enterprise Mobility and End User Computing

Modern companies face a challenge. They need to balance the needs of their mobile end-users against larger company safeguards. Users want flexibility to do their jobs where they want and on the device they want – whether a desktop, laptop, tablet, or smartphone. They want Enterprise Mobility and End User Computing solutions that increase their productivity while offering easier connectivity, greater access to applications and content and better access to cloud services and partner ecosystems. Yet, companies must balance those end-user needs against IT's burden to manage such devices. They must also be balanced against larger, corporate needs for compliance, governance and threat management.

WEI has developed innovative end-to-end strategies with proven services and tools that help companies strike the right balance between information mobility, a rich end-user experience and enterprise safeguards. From developing a strong Mobility strategy to assisting with large-scale rollouts and refresh programs, WEI

experts are there to help. WEI services in this area also address Mobile Device Management (MDM), asset tracking, wireless networking, security or connectivity issues, device deployment and lifecycle solutions, as well as secure maintenance services.

Companies can count on WEI to help them create the perfect marriage of User Experience (UE), productivity, and security.

Big Data

Current infrastructures can't keep pace with the sheer volume of unstructured data available. Companies continue to struggle with how best to extract real meaning and competitive differentiation from the latest forms of Big Data, such as social media, video content, medical imagery and IoT. How can companies make their data more available, accurate and relevant so it helps them make better decisions?

It starts with WEI helping plan and deploy the perfect analytics platform, on the right infrastructure. WEI designs unique infrastructure solutions for Big Data and Analytics, built with the best mix of high performance, high availability and scalability. WEI then layers the right software and policies into the platform's design so that companies can effectively parse and analyze both structured and unstructured data — thereby revealing the data's true underlying value.

The WEI team helps companies transform mountains of data into rapid business value. In the process, WEI also helps make the complex simple.

Data Center

The Data Center is evolving. Transformational technologies—such as high speed networks, converged and hyper-converged infrastructures, software-

defined components and hybrid-cloud appliances—are shrinking footprints and eliminating technology stovepipes. Automation and orchestration technologies promise to deliver IT resources in minutes compared to days, weeks, or even months.

Organizations want to reap the benefits of this transformation. Many want to evolve their traditional IT data centers, implementing service catalogs and creating business-outcome oriented workflows, all while leveraging existing investments. Successfully making this transition, however, requires expert resources to help translate new and emerging technologies into real business value.

This is where WEI comes in. WEI experts combine best-of-breed solutions with deep experience to evolve IT from a business-cost to a business-value engine. Companies look to WEI Data Center experts to help them transform on-premise, cloud, or hybrid technologies into platforms that deliver services in hours instead of weeks. WEI helps clients evolve their data centers to include adaptive and converged platforms that are also software-defined and managed. With the help of WEI expert services, data center transformations can succeed in shortening an organization's time to market—all while building in efficiencies and budget-saving operational strategies.

The end result is a winning formula that delivers innovation back to the Data Center.

Networking and Security

The network plays an integral role in driving digital business forward. It is also a key factor in achieving business goals, like the need to secure critical data, enabling new application services and the need to constantly increase service levels.

Successfully achieving these goals relies on the use of well-layered, adaptable and manageable network solutions. WEI subject matter experts use established strategies and best practices to ensure clients achieve

their goals. WEI also ensures clients' network resources are optimized to peak performance levels, all while operating in a fast, reliable and flexible way.

As the network expands outside of traditionally controlled environments, access points and devices become more mobile and diverse. This makes it even more important to control data. WEI helps companies reach their compliance goals by helping them control access through policies, permissions, firewalls, passwords, encryption and other security best practices.

Contact WEI to help design the type of network your IT plan demands. WEI experts will help you simplify your network infrastructure, all while increasing security and reducing risk.

Cloud Solutions

The use of cloud-based models to deliver IT services is exploding. But those models mean different things to different organizations. To some, the value is in the management flexibility. To others, it is a financial model. Still others value the quick provisioning and time to market. Some companies are concerned about the lack of control and security in cloud-based IT service delivery, and therefore value private and hybrid cloud solutions more than a public cloud model.

The perfect fit is different for everyone. Whatever the organizational or technology preference toward cloud services, the WEI Cloud team can work with you to establish the best strategies, technologies, and policies for an optimized cloud plan that not only works today but well into the future.

When it comes to cloud-based solutions, WEI acts as a trusted, independent resource to help vet cloud technologies, architectures, and the growing world of cloud service providers.

WEI SERVICES

Companies require a partner to not only provide the best of cutting edge solutions but also the services to implement them and keep them running. From assessment all the way through fine tuning and adoption into production, WEI offers services to help projects go smoothly.

Consultation & Strategy

Technology solutions can help overcome business challenges and lead to competitive advantages. Yet, staying informed of the latest developments and trends can be a daunting task for an IT organization already tasked with completing their primary mission each day: The need to deliver information to users in the way they need it.

WEI functions as a platform-agnostic technology partner with certified subject matter experts that are ready to collaborate and help you build your plans and strategies. WEI consultants will help you explore your next-generation of technology by conducting product briefings, Proofs of Concept, arranging demos, and meeting with your team to size, design, budget and plan for your next technology cycle.

Assessment

Very often an assessment is the first step in discovering a need or developing a path to a desired outcome. WEI subject matter experts perform assessments to help you develop a clear understanding of the road ahead. Assessments include (but are not limited to): wireless infrastructure, security, power and environment, cloud readiness, backup and recovery, mobility, storage and virtualization environment.

In all cases, WEI will deliver findings and recommendations from relevant assessment data. Contact your WEI team to see if an assessment is right for you, and to discover if there may be funding in place to subsidize or eliminate the cost of your assessment.

Implementation

Seamless implementations require effective assessments, planning and execution by an experienced team that delivers projects on time and on budget. WEI team members see new solutions all the way through to final implementation, including any training needed for complete customer understanding of the new technology.

Even on an ongoing basis, when changes to your environment are inevitable but hard to schedule, the 24 x 7 WEI technology team is there to help with decommissions, new installs, equipment moves and upgrades of all kinds.

Project Management

Large discount warehouses and distributors don't have the hands-on approach required to deliver customized solutions. Having a box show up on your dock with your new technology inside is not a valuable model. The WEI methodology includes all of the steps needed to make sure your solution is exactly the way you need it, and that it's ready to operate on the day it arrives.

Integration - All parts and interoperating equipment is integrated at WEI's integration center. All special requests are accommodated, including: OS versions, image loading, firmware revisions, extended burn-in testing, special cabling, and many other steps designed to optimize performance.

Staging - Equipment can be staged and powered on for extended periods of time when required (Data Centers being built out, moves, etc.). WEI can provide access remotely or on-site for customer-involved fine tuning and testing. Additional hands-on training can be conducted at this time.

Rack & Stack - Full solution stacks can be built out and delivered as complete, integrated cabinets. This process includes racking of all gear, complete cabling based on desired structured cabling schemes and best practices, and full power and interconnectivity testing. The complete cab will be labeled to custom specifications as needed.

Technical Services - Additional technical configuration needs can be added including loading IPs, adding OSs, naming and labeling servers, and configuring any logical components of the solution stack.

Surveys, Asset Tracking, and Reporting – All equipment that goes through the WEI integration center is surveyed and a capture is done of all configurations and layouts, serial numbers, firmware levels, revision levels, and warranty start and stop dates. All of that data is archived and can be delivered to the customer in any desired format including customized reports or secure online portals.

Design and Strategy

WEI maintains partnerships with the world's IT market leaders, as well as with the most respected, emerging technology companies. This strategy leverages the best of both worlds and allows WEI engineers to collaborate with their clients to produce customized, scalable platforms that will perform for years to come. Including WEI early in the strategic architecture and design phases of IT lifecycle decisions is a winning strategy and it comes at no cost. WEI offers this service free as part of the value that WEI provides every day.

KNOWLEDGE TRANSFER AND TRAINING

To ensure that a new solution is just right for an organization, WEI engages in customized pre-sales and post-sales technical training.

Pre-Sales

During the design phase, when the final architecture of the solution is still being determined, it is very often necessary to conduct briefings for different stakeholders on the IT team. This may involve trainings for individual components, software used, management consoles, or user interfaces. In this way the team can learn more about the solutions being considered, and a perfect fit can be selected based on the proficiencies and preferences of the ultimate support team.

Post-Sales

Once a solution is selected and delivered, WEI does not consider the engagement to be over until the client is perfectly comfortable with all aspects of the operation of the technology, and how it fits into their environment. Subject matter experts will conduct Knowledge Transfer sessions at WEI's Knowledge Transfer Center, or at the client facility, with the goal of streamlining the deployment process and decreasing time to market.

We're passionate about solving our customers' technology issues and helping them drive powerful business outcomes. We believe in challenging the status quo and thinking differently.

B2B SERVICES (ECOMMERCE)

WEI utilizes several strategies to optimize the corporate procurement experience. WEI in-house developers create customized and dedicated e-commerce solutions which help automate the buying cycle and which make it easier for users and business units to search for and requisition what they need.

WEI custom solutions use "Punchout", Open Catalog Interface (OCI) and Electronic Data Interchange (EDI) technologies to leverage established and negotiated pricing in order to enable catalogues, self-service portals, fast shopping cart transfers, budgetary pricing searches and project-based ordering.

Additionally, WEI develops customized, configure-to-order tools which allow anyone within the organization to create valid server, storage and networking configurations. Lastly, WEI can develop role-based access solutions providing restricted content and commodity code access, only to specific groups and users.

Ask to see examples of WEI's ticketing systems, dashboards, asset tracking tools, EDI automation, catalogues, and customized B2B portals.

Reporting and Operations

Sizing, selecting, and configuring the best technology for a company is only part of the equation at WEI. WEI wants to not only deliver "what" their client's want, they want to deliver it "when" their clients want it and "how" they want it, too. For that reason WEI remains committed to investing in operational processes that are customized for a client's organization. When IT acquisition and adoption are streamlined, a team can focus on more important things—like innovation and tackling the needs of their business units.

Reporting

The next step to ensure that IT acquisition and adoption is seamless and streamlined is to properly communicate all needed information in a timely fashion. For smaller accounts or individual orders, detailed reports and communications will keep the client constantly briefed on progress from the beginning of the procurement stage all the way through to final shipment For larger accounts with more frequent orders, customized portals and dashboards are developed which allow for real-time, accurate views of inventory levels, work in progress, ship times, and tracking information. Individualized reports, developed in collaboration with the client team, will deliver the precise information needed, in exactly the timeframe and method preferred.

Operations

Even before the equipment arrives at WEI, the client will receive constant updates on lead times and milestone dates for the project. Once equipment arrives at WEI's integration lab the technical staff will build the solution stack exactly to your specifications. From the physical layout, to drivers, to firmware and bios, all the way through to exact cabling and labeling, the equipment will be built exactly the way the client wants it. All connected components, including multi-vendor solutions, will be thoroughly tested for interoperability and proper performance. Finally, all serial numbers will be surveyed and recorded with warranty start and end dates for historical reference. This comprehensive procedure is done every time, for both small and large orders.